

## Message Text

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PAGE 01    SAO PA 00930 292054Z  
ACTION COME-00

INFO OCT-01 ARA-14 ISO-00 EB-08 /023 W  
-----027857 300813Z /65

R 291946Z MAR 78  
FM AMCONSUL SAO PAULO  
TO SECSTATE WASHDC 8410  
INFO AMEMBASSY BRASILIA  
AMEMBASSY BUENOS AIRES  
AMCONSUL RIO DE JANEIRO  
AMCONSUL SALVADOR

UNCLAS SAO PAULO 0930

FROM COMMERCIAL COUNSELOR

E.O.11652: N/A  
TAGS: BEXP, BR  
SUBJECT: PETROLEUM EXPLORATION TRADE MISSION, AUGUST 1978

REF: STATE 075007

1. THE BUYERS OF PETROLEUM EXPLORATION EQUIPMENT IN BRAZIL ARE PETROBRAS, FIRMS WORKING UNDER PETROBRAS CONTRACTS, AND, POSSIBLY, FIRMS SUPPLYING EQUIPMENT TO PETROBRAS OR ITS CONTRACTORS. NONE OF THESE ARE LOCATED IN SAO PAULO. ACCORDINGLY WE PROPOSE THE FOLLOWING SCHEDULE FOR THE MISSION WITHIN THE AUGUST 20-27 TIME FRAME:

2 DAYS IN RIO DE JANEIRO, WHERE PETROBRAS AND THE MAJOR OIL FIRMS WITH EXPLORATION CONTRACTS HAVE THEIR HEADQUARTERS;

1 DAY IN VITORIA, STATE OF ESPIRITO SANTO, WHERE PETROBRAS HAS A REGIONAL HEADQUARTERS COVERING THE CAMPOS BASIN;

1 DAY IN SALVADOR, BAHIA, WHERE MOST OF THE ONSHORE WELLS ARE ALREADY IN SECONDARY PRODUCTION AND PLANS ARE BEING DEVELOPED.

UNCLASSIFIED

PAGE 02    SAO PA 00930 292054Z

LOPED TO MOVE INTO TERTIARY PRODUCTION;

1 DAY IN SERGIPE, WHERE PETROBRAS HAS A BASE NEAR ARACAJU FOR OFF-SHORE PRODUCTION.

2. AS THE COMPOSITION OF THE MISSION BECOMES KNOWN WE CAN MAKE MORE DETAILED RECOMMENDATIONS REGARDING THE PROGRAM. IF

THERE IS NO ONE ON THE MISSION INTERESTED IN SECONDARY OR  
TERTIARY PRODUCTION, THE VISIT TO SALVADOR COULD BE DROPPED  
(AND POSSIBLY ALSO THE VISIT TO SERGIPE) AND MORE TIME SPENT  
IN RIO DE JANEIRO.

3. THE CONTROL OFFICER FOR THE MISSION IN BRAZIL WILL BE PETER  
HANSEN, RESOURCES OFFICER, AMCONGEN, RIO DE JANEIRO.  
CHAPIN

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## Message Attributes

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Sheryl P. Walter  
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